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March 22, 2007

VIA HAND DELIVERY

Charles L. A. Terreni, Esquire Chief Clerk and Administrator Public Service Commission of South Carolina 101 Executive Center Dr., Suite 100 Columbia, SC 29210 MAR 2 2 2007

| 11:40Am

RE:

Application of New Horizon Communication Corporation Authority to Operate as a Reseller of Interexchange Telecommunication Services within the State of South Carolina and to be Regulated in Accordance with Procedures Established for Alternative Regulation in Order No. 97-1734 and 96-55 in docket No. 95-661-C

Docket No.: 2007-20-C

Dear Mr. Terreni:

Enclosed for filing on behalf of New Horizon Communication Corporation, please find the original and twenty-five (25) copies of the direct testimony of Glen Nelson in the above referenced action. By copy of this letter I am serving all parties of record.

I have enclosed an extra copy of this application which I would ask you to date stamp and return to me through my courier. If you have any questions or if I may provide you with any additional information, please do not hesitate to contact me. Thank you.

Sincerely,

ELLIOTT & ELLIOTT, PA

Scott Elliott

COPY

5A

Date: 3/20/07

11. 255°

SE/jcl

Enclosure

cc: Shannon B. Hudson, Esq. w/enc.

F. David Butler, Esq. w/enc.



BEFORE THE

PUBLIC SERVICE COMMISSION OF

SOUTH CAROLINA

O PUBLIC SERVICE COMMISSION

MAR 2 2 2007

DOCKET NO. 2007-20 -C - ORDER NO. 2007-56

| IN RE: APPLICATION OF NEW HORIZONS COMMUNICATIONS CORP.) AUTHORITY TO OPERATE AS A RESELLER OF INTEREXCHANGE TELECOMMUNICATION SERVICES WITHIN THE STATE OF SOUTH CAROLINA) DIRECT TESTIMONY OF GLEN NELSON TO SUMMER TO SERVICES OF GLEN NELSON OF GLEN NELSON OF GLEN NELSON OF GLEN NELSON OF GLEN NELSON | | | | |
|--|----|----|---|--|
| | | | I. <u>Introduction</u> | |
| | 1. | Q. | Please state your name and business address. | |
| | | A. | My name is Glen Nelson. My business address is 335 Bear Hill Road, Waltham, | |
| | | | Massachusetts 02451. | |
| | 2. | Q. | By whom are you employed and in what capacity? | |
| | | A. | I am VP Marketing and Business Development of New Horizons Communications | |
| | | | Corp. ("New Horizon"). | |
| | 3. | Q. | Please give a brief description of your background and experience in business | |
| | | | and telecommunications. | |
| | | A. | My background and experience, as well as other members of the management team | |
| | | | | |

of New Horizon, is set forth in Attachment 4 to our application.

| 1 | 4. | Q. | What is the purpose of your testimony? |
|---|----|----|--|
| 2 | | A. | The purpose of my testimony is to describe the nature of New Horizon's proposed |
| 3 | | | service offering within the State of South Carolina, and to demonstrate its financial, |
| 4 | | | managerial, and technical ability to provide the telecommunications services for |
| | | | |

6 5. Q. Do you wish to incorporate by reference any documents into your testimony?

A. Yes. I wish to incorporate by reference the underlying Application filed in this proceeding and its associated attachments.

II. The Business of New Horizon

10 6. Q. Has New Horizon registered to do business in South Carolina?

What is the purpose of your testimony?

which authority is sought herein.

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A. Yes. New Horizon is a Delaware corporation that has received authorization to transact business within the State of South Carolina. A copy of New Horizon's Articles of Incorporation is attached to the Application as Attachment "1" and a copy of the document of authorization from the State of South Carolina is attached to that Application as Attachment "2".

- 7. Q. Please describe the services New Horizon intends to provide within the State of South Carolina.
- 3 New Horizon seeks authority to operate as a reseller of intraLATA and interLATA A. 4 intrastate telecommunications services to the public on a statewide basis. New 5 Horizon seeks authority to offer on a resale basis within South Carolina intrastate, interLATA and, to the extent authorized by the Commission, intraLATA direct-6 7 dialed services including (1+) service, flat rate service, 800 inbound service, and 8 travel cards. New Horizon seeks statewide authority to provide intraLATA services 9 authorized by the Commission in Docket Nos. 92-182-C, 92-183-C, and 92-200-C. 10 New Horizon has no plans at this time to construct any telecommunications transmission facilities of its own and seeks no construction authority. New Horizon 11 will operate exclusively as a reseller. New Horizon intends 12 to "switchless" resale. New Horizon will arrange for the traffic of underlying 13 14 subscribers to be routed directly over the networks of Applicant's network providers.
- 15 8. Q. What carrier will New Horizon utilize as its underlying carriers for services in South Carolina?
- A. New Horizon intends to utilize Global Crossing as its underlying carriers. New Horizon will choose its underlying carriers based upon the quality of service of the carrier properly certified by the Commission to provide such service.

| 1 | 9. | Q. | Does New Horizon currently provide intrastate telecommunications services in |
|----|-----|----|--|
| 2 | | | any other state? |
| 3 | | A. | Yes. New Horizon is currently authorized to provide these services in the following |
| 4 | | | states: Arkansas, California, Colorado, District of Columbia, Florida, Idaho, |
| 5 | | | Illinois, Indiana, Iowa, Kentucky, Maine, Massachusetts, Michigan, Minnesota, |
| 6 | | | Missouri, Montana, New Hampshire, New Jersey, New Mexico, New York, |
| 7 | | | North Carolina, Ohio, Oregon, Pennsylvania, Rhode Island, South Dakota, Utah, |
| 8 | | | Vermont, Virginia, Wisconsin and Wyoming. |
| 9 | 10. | Q. | Has New Horizon ever had an application for a certificate of public convenience |
| 10 | | | and necessity denied? |
| 11 | | A. | No. |
| 12 | 11. | Q. | Does New Horizon intend to file a tariff with the Commission? |
| 13 | | A. | Yes. New Horizon filed a tariff along with its Application in this proceeding which |
| 14 | | | it will modify as necessary in order to meet the Commission's requirements. We |
| 15 | | | believe New Horizon's Tariff will comport with all Orders, Rules, and Regulations of |
| 16 | | | the Commission. |
| 17 | 12. | Q. | Will New Horizon comply with the Commission's orders regarding the resale of |
| 18 | | | interexchange carrier services? |
| 19 | | A. | Yes. New Horizon will at all times provide and market interexchange carrier |
| 20 | | | services in accordance with current Commission policies. In addition, New Horizon |
| 21 | | | at all times will provide interstate services in compliance with all FCC rules and |
| 22 | | | regulations. |

| 1 | 13. | Q. | Has New Horizon provided any intrastate telecommunications services within |
|----|-----|----|--|
| 2 | | | the State of South Carolina? |
| 3 | | A. | No it has not. |
| 4 | 14. | Q. | What rates will New Horizon charge upon receipt of certification? |
| 5 | | A. | New Horizon will charge the tariffed rates approved by the Commission. |
| 6 | 15. | Q. | How will New Horizon market services in South Carolina? |
| 7 | | A. | New Horizon intends to market its services via direct sales by New Horizon's |
| 8 | | | employees and independent sales agents. |
| 9 | | | III. Managerial, Technical and Financial Qualifications |
| 10 | 16. | Q. | Does New Horizon have sufficient managerial, technical, and financial |
| 11 | | | resources and ability to provide the telecommunications services proposed in its |
| 12 | | | Application? |
| 13 | | A. | Yes. New Horizon has sufficient technical, financial, and managerial resources and |
| 14 | | | ability to provide the telecommunications services for which authority is sought |
| 15 | | | herein. New Horizon's personnel represent a broad spectrum of business and |
| 16 | | | technical disciplines, possessing many years of individual and aggregate |
| 17 | | | telecommunications experience. |
| 18 | | | My qualifications and experience are discussed on Attachment 4 to our |
| 19 | | | application, which attachment also supports Applicant's managerial and technical |
| 20 | | | ability to provide the services for which authority is sought herein. |

| Τ | 1 /. | Q. | How does New Horizon nandle customer service requests? |
|----|------|----|---|
| 2 | | A. | New Horizon's customer service department handles all such requests. New Horizon |
| 3 | | | can be reached by toll free number. |
| 4 | 18. | Q. | Please describe the financial condition of New Horizon. |
| 5 | | A. | In support of New Horizon's financial ability to provide the services sought herein |
| 6 | | | New Horizon's Balance Sheet and Profit and Loss Statement as of June 30, 2006 |
| 7 | | | was submitted as Attachment 5 to the Application. |
| 8 | | | IV. Public Interest |
| 9 | | | |
| 10 | 19. | Q. | How will residents of South Carolina benefit from New Horizon's services and |
| 11 | | | presence in South Carolina? |
| 12 | | A. | Commission approval should bring the following long-term benefits to telephone |
| 13 | | | users: |
| 14 | | | (1) More competition, additional services and a better product at competitive |
| 15 | | | prices; |
| 16 | | | (2) Increased consumer choice as well as innovative telecommunications |
| 17 | | | services; |
| 18 | | | (3) Efficient use of existing communications resources as well as increased |
| 19 | | | diversification and reliability of supply of communications services; |
| 20 | | | (4) Development of an expanded telecommunications supply industry in South |
| 21 | | | Carolina; |
| | | | |

| 1 | | | (5) An expanded tax base and revenue source for the State of South Carolina; |
|--------|-----|----|---|
| 2 | | | and, |
| 3 | | | (6) Additional sources of revenues for Local Exchange Companies through |
| 4 5 | 20. | Q. | access charges and billing and collection fees. Has the Company ever been the subject of an investigation by any state |
| 6 | |] | Regulatory body or by the FCC? |
| 7 | | A. | No. |
| 8 | 21. | Q. | Will the Company agree to abide by and comply with the Commissions |
| 9 | | | Rules and Regulations and Commission Orders in its operations in South |
| 10 | | Ca | arolina? |
| 11 | | A. | Yes. |
| 12 | 22. | Q. | Does this conclude your testimony? |
| 13 | | A. | Yes. I would like to thank the Commission for this opportunity to provide |
| 14 | | | information relevant to New Horizon's Application and am ready to provide any |
| 15 | | | additional information that the Commission may need in making its decision. |
| 16 | | | |



CERTIFICATE OF SERVICE

The undersigned employee of Elliott & Elliott, P.A. does hereby certify that she has served below listed parties with a copy of the pleading(s) indicated below by mailing a copy of same to them in the United States mail, by regular mail, with sufficient postage affixed thereto and return address clearly marked on the date indicated below:

RE: Application of New Horizon Communications Corporation

Authority to Operate as a Reseller of Interexchange Telecommunication Services within the State of South Carolina and to be Regulated in Accordance with

Procedures Established for Alternative Regulation in Order

No. 97-1734 and 96-55 in docket no. 95-661-C

DOCKET NO.: 2007-20-C

PARTIES SERVED: Shannon B. Hudson, Esquire

Office of Regulatory Staff

PO Box 11263 Columbia, SC 29211

F. David Butler, Esquire

SC Public Service Commission 101 Executive Cetner Dr., Ste. 100

Columbia, SC 29210

PLEADING: DIRECT TESTIMONY OF GLEN NELSON

March 22, 2007

Jackie C. Livingston, Paralegal